

## KARLA HILDEBRAND

256-337-4148

[khildebrand@una.edu](mailto:khildebrand@una.edu)

### EDUCATION

- **Bachelor of Business Administration**, January 2022-May 2023  
University of North Alabama  
Major: Data Analytics & Business Management  
GPA 3.59
- **Associates of Business Administration**, May 2020-December 2021  
Wallace State Community College  
Major: General Business Administration  
GPA 3.62

### RELEVANT EXPERIENCE

**Student Worker** March 2022- Present  
University of North Alabama, Florence AL

- Set up for events
- Organized files & made graphics
- Assisted with event management

**Realtor®** March 2019-Present  
Berkshire Hathaway Rise Real Estate, Madison AL

- Generate sales & client leads
- Coordinate events including open houses and specialty showings
- Organize house closings
- Prepare and file personal & business taxes
- Provide a quality customer service experience

**BioTrain Intern** May 2022- July 2022  
Discovery Life Sciences, Huntsville AL

- Presented poster and paper how the company operate and their efficiency
- Managed and sorted data
- Learned about Biotechnology & the company's goals

**Receptionist/Bookkeeper/Assistant** May 2018-January 2022  
Waterworks LLC, Madison AL

- Managed all invoices and customer billing
- Provided a quality customer service experience
- Set up calendar system and assisted with scheduling

### LEADERSHIP EXPERIENCE

#### University of North Alabama:

- **Honors College**, January 2022-present
  - Attended meeting about mentees
  - Attended events
- **Women In Business, Co-Vice President** February 2022-present
  - Checked in student for attendance
  - Wrote thank you letters
  - Organized events
- **Honors College Mentor**, April 2022-present
  - Lead a group of other mentors and check on them
  - Attended events
- **Phi Beta Lambda, AL State Winner**, May 2022
  - Leadership and organization first place

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- Retail management first place
- **Steele Elite Sales Team, 8th place**, March 2022
- **American Marketing Association, President** January 2022
  - Organized meeting
  - Meet with other officers on board
  - Planned out events for organization
- **La Grange Society**, August 2022-present
  - Give tours to prospective students
  - Meet with alumni
  - Ambassador for UNA
  - Meet with donors and alumna
- **Honors Society Organization**, September 2022-present
  - **Attended meetings**
- **National Collegiate Sports Sales Championship**, December 2022  
10<sup>th</sup> place virtual Qualifier

### Wallace State Community College:

- **Phi Theta Kappa**, December 2020-December 2021
  - Volunteered for 5k food Drive
- **Mu Alpha Theta**, August 2021-December 2022
- **Sigma Kappa Delta**, August 2021-December 2021

### SKILLS

- |          |                   |               |
|----------|-------------------|---------------|
| - SQL    | - Problem Solving | - Salesforce  |
| - Python | - SPSS            | - MicrosoftOS |
| - Weka   | - RStudio         | - HTML        |

### RELEVANT PROJECTS

#### Sanders College of Business and Technology

##### Honors Python Project

- Made estimated closing sheet in python
- Made inputs for the user to input their name, down payment, price, loan type and it would calculate how much they would owe at closing
- Connected python program to HTML and made a website to run program

##### Predicted Analytics Project

- Predicted Instagram platform likes per-post using K-nearest neighbor and decision tress using Weka
- Wrote paper on predictive analytic tactics used for data set in Weka

##### SQL Class Project

- Made database in SQL for computer information systems class
- Created tables, entities and connected primary keys and foreign keys connected though other tables.

##### Regression Project

- Ran and predicted gas prices for class project
- Research breaks in the data, ran regression, assisted data, fixed multicollinearity differences, and adding new variables.
- Presented to class

##### HudsonAlpha Poster Project

- Research on company and how they operate
- Interview different directors of the company and how they operated through Salesforce
- Authored paper and designed poster for findings